Ashwin Satra

Business & Data Analyst | Supply Chain Optimization | AI-Driven Insights

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Education

University of California, Riverside, MS in Business Analytics – Supply Chain & Operations   Sept 2024 – June 2025

- **Coursework:** LLM Applications, Forecasting & Simulation, Spreadsheet Modeling, Statistical Computing (Python & R), Data Visualization, Predictive Analytics

Otis College of Art and Design, BFA in Digital Media
Mumbai University, Bachelor of Commerce in Accounting and Finance

Certifications

- SQL Essentials – LinkedIn Learning (Walter Shields)

Experience

Capstone Project, U.S. Food Import Analytics & Risk Forecasting   Apr 2025 - Jun 2025
University of California, Riverside

- Built time-series forecasts for import categories (meat, dairy, grains, etc.) and identified critical volatility zones.
- Designed prescriptive strategies including stockpile thresholds and diversification rules based on volatility scoring.
- **Tools Used:** R, RStudio, dplyr, tidyr, ggplot2, regression, decision trees, Excel, data.gov .

University of California, Riverside   Jan 2025 – Mar 2025
Reader

- Assessed marketing analytics project and presentation via Canvas LMS, enhancing accuracy and clarity in student deliverables, ensuring better interpretation of data insights related to consumer behavior and branding.

Posh Ethnic Couture Mumbai, India   Mar 2022 – Jul 2024
Business Manager

- Developed and executed targeted Meta-Ads campaigns, leading to a 25% increase in quarterly sales and effective marketing operation.
- Improved lead conversion by analyzing customer segments and implementing targeted follow-ups through email, text, and phone, increasing the conversion rate from 20% to 30%.
- Facilitated efficient service delivery by streamlining the sales process through automated follow-ups and lead prioritization, reducing the sales cycle by 30–35% and accelerating service delivery.
- Analyzed past consumer data to develop customized communication and marketing strategies, resulting in a 20% increase in repeat sales.

Posh Mens Ethnic Mumbai, India   Mar 2019 – Feb 2022
Business Operations Manager

- Developed and implemented customer-focused e-commerce and in-store sales strategies by analyzing buying behavior and enhancing engagement techniques, resulting in $500K in revenue over 3 years.
- Managed retail supply chain, procurement, and inventory operations using Microsoft Office to track stock levels and coordinate with vendors, ensuring timely stock availability and reducing operational delays.
- Conducted quarterly sales analysis using Microsoft Excel to identify the top selling SKUs and managed inventory to avoid stock shortages, aligning purchase decisions with demand trends, ensuring consistent product availability.

Volunteer Work

AGSM Programming Club, UCR   Oct 2024 - April 2025
Director of Finance

- Managed supply chain operations for a technical workshop on SQL Essentials Training and securing financial support from the School of Business, resulting in a well-executed event and increased student engagement.

Skills

- **Data Analytics & AI:** Python, R, SQL, Large Language Models (LLMs), Power BI.
- **S&OP & Forecasting:** Demand planning, inventory optimization, production scheduling.
- **Tools & Platforms:** Microsoft Excel, Google Sheets, Canva, Adobe Creative Suite.
- **Logistics & Distribution:** Inventory transfers, warehouse oversight, shipment scheduling, freight coordination, and last mile delivery support.

Authorized to work in the U.S. under F-1 OPT | STEM OPT Eligible | No sponsorship required at this stage